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DEC 27 2005

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Application of: REN ET AL

Serial No.: 09/834,701

Filed: April 12, 2001

For: ADVANCED METHOD AND
SYSTEM OF AUTOMATIC
POPULATION AND
MAINTENANCE OF A WEB-
BASED DATABASE

§
§ Group Art Unit: 2172
§
§ Examiner: TRUONG, CAM Y T
§
§ Attorney Docket: REN-01
§
§

DECLARATION PURSUANT TO 37 C.F.R. 1.132

1. AECsoft USA's Total Supplier Management System ("TSMS") and Supplier Diversity Management System ("SDMS") software have unique features including receiving data from an existing customer database; mapping the received data to a web-based database; sending out facsimiles or other communiqué containing temporary access account information to suppliers; and allowing suppliers to use the temporary access account to manage their information.
2. Both TSMS and SDMS contain the features claimed in at least claims 1 and 12 of U.S. Patent Application No. 09/834,701.
3. AECsoft began selling its TSMS and SDMS software at the end of 2001. Neither software package is heavily advertised.
4. As with any new method or software, TSMS and SDMS sales started slow because most customers did not immediately understand the methodology utilized for updating supplier contact information.
5. After the first systems were installed and customers became more familiar with the software and methodology, sales increased rapidly.

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Most of the new customers were introduced to AECsoft through word of mouth.

6. Customers have included the at least the following:

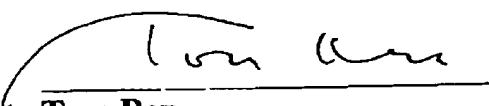
- Avon Products
- Boyd Gaming
- British Petroleum
- Carlson Companies
- Coca-Cola Enterprises
- The Coca-Cola Company
- CORENET Global
- Delaware Technology Park
- Duke Energy
- Ernst & Young
- FedEx Kinko's
- Gaming Vendor Portal
- GSD&M
- Halliburton/KBR
- Houston Community College
- Kellogg's
- Marathon Ashland Petroleum
- Marathon Oil
- Minority Supplier Council
- MWBEnetwork.com
- Nike
- Novartis
- Port of Houston
- Schlumberger
- Securitas
- Time Warner
- Texas Procurement Center
- University of Miami
- US Hispanic Chamber of Commerce
- Wyndham International
- Wynn Las Vegas

7. AECsoft has spent approximately \$3,000 in advertising since the inception of TSMS / SDMS and generally spends less than \$800 year on advertising which we believe is far less than the percentage of revenues for advertising spent by competitive software companies.
8. I received the attached letter from Coca-Cola Enterprises in the normal course of business.
9. I received the attached letter from Marathon Oil in the normal course of business.
10. Most TSMS and SDMS advertising is through our website, existing customer referrals and testimonials, and trade shows.
11. The market for TSMS and SDMS continues to grow because the TSMS and SDMS software contains unique features including receiving data from an existing customer database; mapping the received data to a web-

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based database; sending out facsimiles or other communiqué containing temporary access account information to customers; and allowing customers to use the temporary access account to manage their information.

I hereby declare that all statements made herein of my own personal knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code, and that such willful false statements may jeopardize the validity of the application or any patent issued thereon.


Tom Ren
Chairman and CTO
AECsoft USA, Inc.

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Aug-19-05 03:27pm From-CCE - Purchasing

770 989 3082

T-278 P.001/001 F-537

Coca-Cola Enterprises Inc.

P.O. Box 723040
Atlanta, GA 31189-0040

Tom Ren
AECsoft USA, Inc.
5433 Westheimer
Suite 925
Houston, Texas 77056

Aug. 19, 2005

RE: Total Supplier Management System Software

Dear Tom:

We want to take this opportunity to thank you for the valuable software and services you provide to our company. The software packages offered by the competitors did not offer the automation and simplicity of AECsoft's Total Supplier Management System (TSMS).

TSMS's ability to automatically update contact information from the suppliers without the intervention of our personnel has become invaluable. Our procurement department has been amazed how easily the TSMS system can generate supplier profiles and automatically transmits them via facsimile/email to enable suppliers to modify their contact and other related information.

It is clear that AECsoft understands the challenges associated with managing a large number of suppliers, and has implemented an inventive way to solve the problems associated with large scale supplier management. AECsoft's TSMS makes the process of managing supplier contact information seamless. We appreciate all your efforts to make our supplier management work faster, easier and cheaper.

Very truly yours,


Signature

BEST AVAILABLE COPY

SUPPLIER DIVERSITY



MARATHON ASHLAND Petroleum LLC

539 South Main Street
Findlay, OH 45840
Telephone: (419) 421-2228
FAX: (419) 421-4236

Tom Ren
AECsoft USA, Inc.
5433 Westheimer
Suite 925
Houston, Texas 77056

Dear Tom:

We want to take this opportunity to thank you for the valuable software and services you provide to our company. The search for supplier management software was very difficult until Tom Ren introduced us to AECsoft's Supplier Diversity Management System ("SDMS") in May 2002. The software packages offered by competitors did not offer the automation and simplicity of AECsoft's SDMS.

Specifically, we chose SDMS as our supplier management system because of the ability to transfer data from our main contact database to your web-based database without compromising the integrity of our main contact database. SDMS's ability to automatically update contact information from the suppliers without the intervention of our personnel has become invaluable. Our Procurement department is amazed how easily the SDMS systems automatically generate temporary accounts and transmits them via facsimile or other communication means to each supplier for their use in modifying their contact information.

It is clear that AECsoft understands the challenges associated with managing a large list of suppliers or other contacts and has implemented an inventive way to solve the problems associated with large scale contact management. AECsoft's SDMS makes the process of managing supplier contact information seamless.

Sincerely,

Vincent Wiggins
Supplier Diversity Coordinator
Marathon Ashland Petroleum LLC

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